

IDAHO REAL ESTATE COMMISSION'S
EDUCATION EXCHANGE

NEWS YOU CAN USE FROM THE EDUCATION DEPARTMENT

SEPTEMBER 29, 2006

VOLUME 1 ISSUE 7

METH AWARENESS COURSE AVAILABLE!

Captain Don Van Cleave of the Idaho State Police has helped IREC develop a 2 hour Meth Awareness course that licensees can take for elective credit. Similarly to CORE, the video can be downloaded from <http://www.irec.idaho.gov/edcorner/ce-online2006-meth.html> and viewed for free. The video can also be rented from the Education Department for \$15. The licensee must take an exam for course credit. If you would like to offer the Meth Awareness exam, please contact Danielle at danielle.lefler@irec.idaho.gov.

The Approved Textbook List has been updated to include *Financing Residential Real Estate*, by Rockwell Publishing. For a complete list of the approved textbooks please visit: <http://www.irec.idaho.gov/edcorner/policy-forms.html>

NEW FEATURE!

The Commission is updating its library, and the Education Department is interested in your "must have" titles you believe would benefit licensees and instructors. Please email Danielle at Danielle.lefler@irec.idaho.gov with your "must have" selection(s), and if you would like to share your idea with others through the Education Exchange, please include a short synopsis of the book. Thank you!

EDUCATION COUNCIL'S PICK FOR SEPTEMBER 2006

Education Council Member Beckie Kukal recommends *Up and Running in 30 Days*, by Carla Cross. According to Beckie, this is a "must have" for every new agent or Broker/Trainer. It stresses the practical side of selling real estate over the theoretical. There are check lists, forms, and worksheets that really give a new agent some great hands-on help.

Up and Running in 30 Days lays the groundwork for new agents to create and follow a basic business plan including goal setting and tracking the results. It is organized into 4 weekly plans with goals and activities. The first week covers prospecting and listings. Week 2 follows with sales skills and listing presentation materials. Week 3 guides them through purchase and sales agreements along with how to handle objections. The book finishes with week 4 on seller and buyer presentations.

Up and Running in 30 Days is a great addition to any Real Estate Library whether you're just starting your career or are a million dollar producer !!

Thanks, Beckie!

Kelly Hanson was named REALTOR® of the Year at the Idaho Association of REALTORS® Convention held earlier this month in Jackson Hole, Wyoming. Kelly is Commission certified to teach CORE 2006 and is an IAR® instructor. Congratulations Kelly!



The Education Department would like to welcome the following Courses, Instructors and Providers that have been recently certified. For more information about these Courses, Instructors and Providers, please visit:
<http://www.irec.idaho.gov/certify.html>.

Courses

Risk Reduction with Real Estate Contracts
Tax Deferred Exchange Fundamentals
From Loan to Foreclosure
What Your Clients Expect You to Know About...RE Mortgages & Credit
What Your Clients Expect You to Know About...RE Tax & Investment
Feng Shui for REALTORS: An Introduction to Feng Shui
Advanced Communication & Sales Skills
Personal Strategic Planning for REALTORS
Second Annual Kingman Winslow Hawaii Conference
Risk Reduction: Four Simple Ways to Cover Your Assets
Greening of Real Estate
Tax Savvy Tips and Tax Costing Myths
Tax Savvy Tips and Tax Costing Myths: Beyond Basics

Instructors

Robin Moffitt
Philip Mannlein
Garret Longstreet

Providers



Women's Council of REALTORS
Stewart Title of Nampa
Stewart Title of Coeur d'Alene
Exchnage Services
Vacation Home Advisors
Sun Valley Sustainability Conference

EDUCATION EXCHANGE MISSION STATEMENT

The purpose of the Education Exchange is to promote communication and generate ideas between the Idaho Real Estate Commission, Providers, and Instructors. As a regulatory body, it is not the Commission's intent to advertise a particular provider, course, or instructor.